

Message Text

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ACTION AF-18

INFO OCT-01 ADP-00 AID-20 CIAE-00 COME-00 EB-11 FRB-02

INR-10 NSAE-00 RSC-01 TRSE-00 XMB-07 OPIC-12 CIEP-02

LAB-06 SIL-01 OMB-01 NSC-10 SS-15 STR-08 CEA-02 L-03

H-02 PRS-01 PA-03 USIA-12 EUR-25 EA-11 RSR-01 /185 W

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R 021604 Z MAY 73

FM AMEMBASSY KINSHASA

TO SECSTATE WASHDC 3151

C O N F I D E N T I A L KINSHASA 3593

E. O. 11652: GDS

TAGS: B/ COM EGEN, US, CG

SUBJECT: PRESIDENT REITERATES POLICY FAVORING US INVESTMENTS

1. PRES MOBUTU TOOK THE OCCASION OF A LENGTHY DISCUSSION WITH ME MAY 1 TO STRESS ONCE AGAIN THE IMPORTANCE HE ATTACHES BOTH TO DIVERSIFYING ZAIRE' S SOURCES OF IMPORTS AND TO US PRIVATE SECTOR INVESTMENTS.

2. REFERRING TO THE SECRETARY' S ANNUAL REPORT ON US

FOREIGN POLICY, OF WHICH HE HAS READ THE AFRICAN AND OTHER EXCERPTS AND WHICH HE LOOKS FORWARD TO READING IN FRENCH VERSION, HE CHARACTERIZED IT AS AN ENCOURAGING DOCUMENT.

3. MOBUTU WAS PARTICULARLY PLEASED THAT THE SECREATRY CITED THE INCREASE IN THE PRESENCE OF AMERICAN PRIVATE COMPANIES IN THE ZAIRE, FROM TEN TO OVER 75 DURING THE PAST TWO YEARS. HE STATED THAT THIS VERY DESIRABLE

TREND HAD BEEN LAUNCHED BY PRES NIXON' S STATEMENT WHILE WELCOMING HIM AT THE WHITE HOUSE IN AUGUST 1970 TO THE EFFECT THAT ZIARE IS A GOOD PLACE TO INVEST. HE ADDED
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THAT HIS OWN MEETINGS IN NEW YORK CITY AND ESLEWHERE WHILE IN THE US WITH THE HEADS OF MANY MAJOR AMERICAN CORPORATIONS HAD OBVIOUSLY FOUND A NUMBER OF THEM RECEPTIVE. HE THEN LAUGHINGLY DISMISSED THE FEARS WHICH HE SAID WERE FELT INCERTAIN CIRCLES IN WESTERN EUROPE THAT HIS RECENT FOREIGN POLICY INITIATIVES IN NORMALIZING RELATIONS WITH COMMUNIST CHINA INDICATED A CHANGE IN BASIC POLICIES TOWARD INVESTMENT AND TRADE.

4. MOBUTU ASKED ME TO CONTINUE TO CALL TO HIS AND HIS GOVT' S ATTENTION PROBLEMS WHICH WERE ENCOUNTERED BY AMERICAN FIRMS IN IMPLEMENTATION OF THE POLICIES. I REPLIED THAT THERE INEVITABLY WERE PROBLEMS RESULTING FROM MUTUAL UNFAMILIARITY BETWEEN AMERICAN COMPANIES AND THE ZAIRE. ALTHOUGH FEW OF THEM WERE MAJOR OF THEMSELVES, AN ACCUMULATION OF LESSER PROBLEMS COULD BE DISCOURAGING TO A PARTICULAR COMPANY. I SUGGESTED THAT HE MIGHT WISH TO CHARGE ONE OFFICE IN HIS GOVT WITH HELPING TO RESOLVE PROBLEMS THAT MIGHT ARISE WITH A NUMBER OF DEPTS AND AGENCIES. HE REITERATED THAT BISENGIMANA, AS DIRECTOR OF THE BUREAU OF THE PRESIDENCY, WAS THE APPROPRIATE OFFICIAL TO SEE ON SUCH MATTERS AND THAT HE WOULD AGAIN SO INSTRUCT HIM.

5. AS FOR TRADE, I POINTED OUT THAT, NOTWITHSTANDING TWO SUCCESSIVE CURRENCY RE- EVALUATIONS DURING WHICH THE ZAIRE REMAINED VALUED AT \$2.00, IT WAS DIFFICULT TO EFFECT A MODIFICATION OF TRADE PATTERNS, HABITS AND STRUCTURES WHICH HAD GROWN UP OVER THE YEARS. TO ASSIST IN ACHIEVING THE DIVERSIFICATION OF TRADE SOURCES HE DESIRED, I SUGGESTED OPENING OF A ZAIRIAN PURCHASING OFFICE IN THE US WHICH COULD BE ASSITED DURNG THE EARLY PERIOD BY AN AMERICAN COMPANY SPECIALIZED IN SUCH MATTERS. HE REACTED FAVORABLY AND REPEATED HIS EARLIER EXPRESSION OF SATISFACTION THAT THE US DEPT OF STATE AND COMMERCE HAD SELECTED ZAIRE AS THE AFRICAN COUNTRY IN WHICH A PILOT COUNTRY COMMERCIAL PROGRAM WOULD BE LAUNCHED.

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